

Message Text

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PAGE 01 MANAGU 04315 131605Z

46

ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 W

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R 130756Z SEP 76

FM AMEMBASSY MANAGUA

TO SECSTATE WASHDC 1121

UNCLAS MANAGUA 4315

E.O. 11652: NA

TAGS: BENC, NU

SUBJECT: MAJOR PROJECT: INLAND WATERWAYS III

REF: (A) STATE 223932, (B) MANAGUA 3418

1. EMBOFFS CONTACTED GON DEPARTMENT OF NAVIGATION TO CLARIFY QUESTIONS POSED REFTEL (A). BIDDERS ARE EXPECTED TO SUBMIT FINANCING PROPOSALS FOR ALL THOSE ENGINEERING CONSULTING AND DESIGN SERVICES WHICH THEY ARE PREPARED TO OFFER. FINANCING PROPOSALS FOR ACTUAL CONSTRUCTION NEED NOT BE SUBMITTED, ALTHOUGH SUCH PROPOSALS WOULD BE AN IMPORTANT CONSIDERATION IN AWARDED CONTRACT.

2. BID DEADLINE HAS BEEN EXTENDED TO OCTOBER 29. ALTHOUGH ALL PURCHASERS OF DOCUMENTS WERE TO HAVE BEEN NOTIFIED, DEPARTMENT MAY WISH TO ASSURE THAT INTERESTED FIRMS HAVE RECEIVED SUCH NOTIFICATION. EMBASSY WELCOMES VISITS BY AMERICAN FIRMS INTENDING TO BID ON PROJECT AND OFFERS ITS FULL ASSISTANCE.

3. HEAD OF NAVIGATION DEPT., QUESADA, TOLD EMBOFFS THAT APPROXIMATELY 20 FIRMS HAVE PURCHASED SPECIFICATIONS, MOST OF WHOM ARE US AND LOCAL, ALTHOUGH 3 ARE FRENCH. LOCAL FIRMS, HE ADDED, ALL HAVE FOREIGN PARTNERS.

4. QUESADA COMMENTED THAT WHAT IMPRESSES HIS OFFICE MOST ARE BIDS INDICATING SPECIFIC PROPOSALS RELATED TO NICARAGUAN PROJECT, NOT JUST A PAT REHEARSAL OF FIRM'S OVERALL EXPERIENCE. THEREFORE VISITS TO PROJECT SITE BEFORE SUBMISSION OF BIDS ARE ADVISABLE.

RUBENSTEIN

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PAGE 02 MANAGU 04315 131605Z

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Margaret P. Grafeld
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